IN Bail/Recovery Agent - 2019 First-Time Attempts Passed

ORG_NAME	ORG_ID METHOD	Q1_PASS	Q1_ATT Q	1_RATE(	Q2_PASS (	Q2_ATT(	Q2_RATE Q	3_PASS C	Q3_ATT(	Q3_RATE C	4_PASS Q	4_ATT Q	4_RATE Y	R_PASS Y	R_ATT Y	R_RATE
DEGAN INSURANCE GROUP	125897 Classroom	0	1	0%	0	0	100%	0	0	0%	0	0	0%	0	1	0%
EVANS BONDING CO LLC	118899 Classroom	0	0	0%	0	1	0%	0	0	0%	3	6	60%	3	7	43%
LEE C. SEXTON OF AMERICA BONDING CO, LLC	115851 Classroom	4	5	75%	1	1	0%	0	1	0%	1	1	100%	6	8	75%
NO PE COURSE SUBMITTED		1	1	100%	1	1	100%	2	4	50%	0	0	0%	4	6	67%
	SUM/AVG	5	7	71%	2	3	67%	2	5	40%	4	7	57%	13	22	59%

## IN Health Producer - 2019 First-Time Attempts Passed

ORG_NAME	ORG_ID MET	THOD	Q1_PASS Q1	L_ATT Q1	L_RATE Q	2_PASS (	Q2_ATT Q	2_RATE Q	3_PASS C	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS \	R_ATT Y	R_RATE
0Chance2Fail	102538 Self-	f-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
A. D. BANKER & COMPANY	71004 Self-	f-study	4	7	57%	19	46	41%	39	75	52%	2	7	29%	64	135	47%
BLOOM INSURANCE AGENCY, LLC	102736 Self-	f-study	3	6	50%	20	37	54%	70	123	57%	36	68	53%	129	234	55%
COMMONWEALTH SCHOOLS OF INS	78643 Self-	f-study	0	0	0%	2	2	100%	0	0	0%	1	5	20%	3	7	43%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027 Self-	f-study	0	0	0%	0	0	0%	1	2	50%	0	0	0%	1	2	50%
ExamFX , INC.	83532 Self-	f-study	5	15	33%	10	18	56%	151	306	49%	8	10	80%	174	349	50%
KAPLAN FINANCIAL EDUCATION	70686 Class	ssroom	0	0	0%	0	1	0%	0	0	0%	0	0	0%	0	1	0%
KAPLAN FINANCIAL EDUCATION	70686 Self-	f-study	5	8	63%	6	14	43%	8	21	38%	8	8	100%	27	51	53%
MONTGOMERY INSURANCE SCHOOL	117513 Self-	f-study	1	1	100%	5	6	83%	1	2	50%	0	3	0%	7	12	58%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186 Self-	f-study	0	0	0%	1	2	50%	0	0	0%	0	1	0%	1	3	33%
NO PE COURSE SUBMITTED			0	1	0%	0	16	0%	5	77	6%	2	9	22%	7	103	7%
PATHFINDER CORPORATION	71525 Class	ssroom	2	3	67%	4	4	100%	5	6	83%	6	6	100%	17	19	89%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778 Self-	f-study	0	0	0%	0	0	0%	0	1	0%	0	0	0%	0	1	0%
SECURITIES TRAINING CORPORATION	72153 Self-	f-study	0	0	0%	0	0	0%	0	0	0%	1	1	100%	1	1	100%
THE LICENSE COACH	112705 Self-	f-study	0	1	0%	1	1	100%	1	1	100%	0	0	0%	2	3	67%
WEBCE, INC	70896 Self-	f-study	1	1	100%	2	3	67%	6	7	86%	3	3	100%	12	14	86%
XCEL TESTING SOLUTIONS LLC	122556 Self-	f-study	8	15	53%	5	8	63%	26	44	59%	14	22	64%	53	89	60%
	SUN	M/AVG	30	59	51%	75	158	47%	313	665	47%	81	143	57%	499	1025	49%

IN Life Producer - 2019 First-Time Attempts Passed

ORG_NAME	ORG_ID	METHOD	Q1_PASS (	Q1_ATT Q1	_RATE Q2	_PASS Q	2_ATT Q2	RATE Q3	_PASS C	Q3_ATT (	Q3_RATE	Q4_PASS	Q4_ATT(	Q4_RATE	YR_PASS Y	R_ATT \	/R_RATE
0Chance2Fail	102538	Self-study	0	1	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%
360training.com, Inc.	77111	Self-study	0	0	0%	0	0	0%	1	1	100%	0	0	0%	1	1	100%
A. D. BANKER & COMPANY	71004	Self-study	10	19	53%	11	13	85%	18	21	86%	10	12	83%	49	65	75%
BLOOM INSURANCE AGENCY, LLC	102736	Self-study	0	0	0%	0	0	0%	1	1	100%	0	0	0%	1	1	100%
BOB PERKINS & ASSOCIATES	83396	Classroom	0	1	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	2	2	100%	2	2	100%	1	3	33%	0	1	0%	5	8	63%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	1	1	100%	0	0	0%	1	1	100%	0	0	0%	2	2	100%
ExamFX , INC.	83532	Self-study	23	49	47%	31	56	55%	51	67	76%	31	43	72%	136	215	63%
INDIANA LICENSING SCHOOL	70959	Classroom	0	0	0%	1	2	50%	1	1	100%	0	0	0%	2	3	67%
INSURANCE CAREER TRAINING INC.	102536	Self-study	0	0	0%	0	0	0%	1	1	100%	3	3	100%	4	4	100%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	5	8	63%	6	8	75%	4	5	80%	7	7	100%	22	28	79%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	3	5	60%	8	12	67%	2	2	100%	2	3	67%	15	22	68%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	0	3	0%	2	2	100%	0	0	0%	1	1	100%	3	6	50%
NO PE COURSE SUBMITTED			6	17	35%	10	19	53%	15	23	65%	6	11	55%	37	70	53%
PATHFINDER CORPORATION	71525	Classroom	7	18	39%	17	23	74%	21	28	75%	13	21	62%	58	90	64%
PRIMERICA LIFE INSURANCE COMPANY	83025	Classroom	31	87	36%	39	100	39%	79	126	63%	60	105	57%	209	418	50%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	1	3	33%	4	5	80%	5	5	100%	1	1	100%	11	14	79%
SECURITIES TRAINING CORPORATION	72153	Self-study	0	0	0%	0	0	0%	0	0	0%	1	1	100%	1	1	100%
THE LICENSE COACH	112705	Self-study	2	3	67%	2	4	50%	1	1	100%	2	2	100%	7	10	70%
WEBCE, INC	70896	Self-study	1	5	20%	1	2	50%	3	4	75%	0	1	0%	5	12	42%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	34	46	74%	28	39	72%	23	36	64%	30	38	79%	115	159	72%
		SUM/AVG	126	268	47%	162	287	56%	228	326	70%	167	250	67%	683	1131	60%

IN Life and Health Producer - 2019 First-Time Attempts Passed

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT Q	L_RATE Q	2_PASS	Q2_ATT Q	2_RATE Q	3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS \	R_ATT \	/R_RATE
0Chance2Fail	102538	Self-study	0	0	0%	0	0	0%	0	0	0%	2	2	100%	2	2	100%
360training.com, Inc.	77111	Self-study	2	2	100%	3	3	100%	3	6	50%	1	2	50%	9	13	69%
A. D. BANKER & COMPANY	71004	Self-study	4	9	44%	6	9	67%	13	23	57%	4	6	67%	27	47	57%
BLOOM INSURANCE AGENCY, LLC	102736	Self-study	0	0	0%	0	0	0%	0	0	0%	0	1	0%	0	1	0%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	4	10	40%	1	8	13%	2	4	50%	2	4	50%	9	26	35%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	1	2	50%	0	1	0%	0	0	0%	2	2	100%	3	5	60%
ExamFX , INC.	83532	Self-study	51	100	51%	59	97	61%	66	84	79%	57	74	77%	233	355	66%
GREENLIGHT TRAINING INC	114215	Self-study	0	0	0%	0	0	0%	0	1	0%	0	0	0%	0	1	0%
INDIANA LICENSING SCHOOL	70959	Classroom	0	0	0%	1	1	100%	1	1	100%	0	0	0%	2	2	100%
INSURANCE CAREER TRAINING INC.	102536	Self-study	0	0	0%	6	7	86%	14	17	82%	5	6	83%	25	30	83%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	29	39	74%	26	30	87%	29	38	76%	43	49	88%	127	156	81%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	31	57	54%	62	100	62%	54	72	75%	38	60	63%	185	289	64%
NATIONAL ONLINE INSURANCE SCHOOL, LLC	113186	Self-study	1	4	25%	1	2	50%	3	3	100%	0	1	0%	5	10	50%
NO PE COURSE SUBMITTED			45	70	64%	57	121	47%	48	206	23%	31	159	19%	181	556	33%
PATHFINDER CORPORATION	71525	Classroom	59	83	71%	50	71	70%	69	87	79%	49	74	66%	227	315	72%
PATHFINDER CORPORATION	71525	Self-study	1	3	33%	9	9	100%	5	7	71%	5	5	100%	20	24	83%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	7	15	47%	18	18	100%	11	13	85%	6	10	60%	42	56	75%
SECURITIES TRAINING CORPORATION	72153	Self-study	15	19	79%	10	14	71%	22	24	92%	15	15	100%	62	72	86%
THE LICENSE COACH	112705	Self-study	2	7	29%	4	7	57%	2	4	50%	1	6	17%	9	24	38%
WEBCE, INC	70896	Self-study	1	2	50%	0	0	0%	4	4	100%	4	5	80%	9	11	82%
XCEL TESTING SOLUTIONS LLC	122556	Self-study	336	409	82%	282	383	74%	252	379	66%	195	331	59%	1065	1502	71%
		SUM/AVG	589	831	71%	595	881	68%	598	973	61%	460	812	57%	2242	3497	64%

IN Navigator - 2019 First-Time Attempts Passed

ORG_NAME	ORG_ID	METHOD	Q1_PASS C	1_ATT Q	1_RATE	Q2_PASS Q	2_ATT C	2_RATE	Q3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS Y	R_ATT \	R_RATE
Affiliated Service Providers of Indiana (dba ASPIN	127091	Self-study	6	8	75%	5	5	100%	10	13	77%	10	12	83%	31	38	82%
CLAIMAID	122881	Self-study	23	28	82%	34	42	81%	31	33	94%	47	50	94%	135	153	88%
COVERING KIDS & FAMILIES OF INDIANA, INC.	123728	Classroom	12	13	92%	20	21	95%	16	17	94%	15	17	88%	63	68	93%
HEALTHNET INC.	123908	Classroom	0	0	0%	0	0	0%	3	3	100%	1	1	100%	4	4	100%
INDIANA UNIVERSITY HEALTH	123406	Self-study	4	5	80%	7	8	88%	1	1	100%	22	23	96%	34	37	92%
MERIDIAN HEALTH SERVICES	123843	Self-study	1	1	100%	0	0	0%	0	0	0%	0	0	0%	1	1	100%
NO PE COURSE SUBMITTED			0	0	0%	1	2	50%	3	3	100%	4	4	100%	8	9	89%
ST. VINCENT HEALTH, INC.	123881	Self-study	1	1	100%	0	0	0%	0	0	0%	1	1	100%	2	2	100%
		SUM/AVG	47	56	84%	67	78	86%	64	70	91%	100	108	93%	278	312	89%

IN Personal Lines Producer - 2019 First-Time Attempts Passed

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT Q1	L_RATE C	Q2_PASS	Q2_ATT	Q2_RATE Q	3_PASS	Q3_ATT	Q3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS Y	R_ATT Y	R_RATE
0Chance2Fail	102538	Self-study	0	1	0%	0	0	0%	0	0	0%	0	0	0%	0	1	0%
A. D. BANKER & COMPANY	71004	Self-study	3	12	25%	0	2	0%	5	12	42%	1	1	100%	9	27	33%
ExamFX , INC.	83532	Self-study	0	11	0%	1	4	25%	8	8	100%	5	7	71%	14	30	47%
GOVERNMENT EMPLOYEES INSURANCE COMPAN	121652	Classroom	26	26	100%	30	30	100%	11	12	92%	4	4	100%	71	72	99%
INSURANCE CAREER TRAINING INC.	102536	Self-study	0	0	0%	0	0	0%	2	4	50%	2	2	100%	4	6	67%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	0	0	0%	5	12	42%	2	2	100%	4	9	44%	11	23	48%
Liberty Mutual Insurance Company	113635	Classroom	11	15	73%	2	7	29%	16	16	100%	0	0	0%	29	38	76%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	2	7	29%	5	10	50%	4	7	57%	1	2	50%	12	26	46%
NO PE COURSE SUBMITTED			0	4	0%	4	4	100%	1	3	33%	2	3	67%	7	14	50%
PATHFINDER CORPORATION	71525	Classroom	8	10	80%	4	8	50%	4	6	67%	2	7	29%	18	31	58%
PATHFINDER CORPORATION	71525	Self-study	0	0	0%	0	2	0%	1	1	100%	0	0	0%	1	3	33%
WEBCE, INC	70896	Self-study	0	0	0%	0	4	0%	0	0	0%	1	2	50%	1	6	17%
		SUM/AVG	50	86	58%	51	83	61%	54	71	76%	22	37	59%	177	277	64%

IN Property and Casualty Producer - 2019 First-Time Attempts Passed

ORG_NAME	ORG_ID	METHOD	Q1_PASS	Q1_ATT Q1	RATE Q	2_PASS (	Q2_ATT Q2	Z_RATE Q	B_PASS Q	3_ATT C	3_RATE	Q4_PASS	Q4_ATT	Q4_RATE	YR_PASS '	R_ATT Y	R_RATE
0Chance2Fail	102538	Self-study	1	2	50%	2	5	40%	0	0	0%	1	1	100%	4	8	50%
360training.com, Inc.	77111	Self-study	2	3	67%	7	9	78%	2	5	40%	1	2	50%	12	19	63%
A. D. BANKER & COMPANY	71004	Self-study	1	5	20%	4	6	67%	3	5	60%	4	6	67%	12	22	55%
CINCINNATI INSURANCE BOARD	72115	Classroom	0	0	0%	0	0	0%	0	0	0%	2	2	100%	2	2	100%
COMMONWEALTH SCHOOLS OF INS	78643	Self-study	3	6	50%	4	10	40%	2	5	40%	2	4	50%	11	25	44%
CPMI PROFESSIONAL DEVELOPMENT, INC.	83027	Self-study	0	1	0%	2	3	67%	2	2	100%	1	3	33%	5	9	56%
ExamFX , INC.	83532	Self-study	6	29	21%	13	27	48%	39	50	78%	34	47	72%	92	153	60%
INSURANCE CAREER TRAINING INC.	102536	Self-study	0	0	0%	0	0	0%	8	8	100%	5	7	71%	13	15	87%
KAPLAN FINANCIAL EDUCATION	70686	Self-study	8	28	29%	12	22	55%	19	22	86%	15	18	83%	54	90	60%
Liberty Mutual Insurance Company	113635	Classroom	0	0	0%	0	1	0%	0	0	0%	0	0	0%	0	1	0%
MONTGOMERY INSURANCE SCHOOL	117513	Self-study	41	77	53%	44	70	63%	66	93	71%	58	77	75%	209	317	66%
NO PE COURSE SUBMITTED			4	25	16%	10	30	33%	28	45	62%	6	17	35%	48	117	41%
PATHFINDER CORPORATION	71525	Classroom	74	135	55%	67	115	58%	88	111	79%	81	110	74%	310	471	66%
PATHFINDER CORPORATION	71525	Self-study	8	12	67%	3	6	50%	3	4	75%	5	6	83%	19	28	68%
PRELICENSE.COM	115362	Self-study	0	3	0%	0	0	0%	0	0	0%	0	0	0%	0	3	0%
PROFESSIONAL TRAINING INSTITUTION, INC.	71778	Self-study	10	22	45%	17	21	81%	25	32	78%	21	24	88%	73	99	74%
WEBCE, INC	70896	Self-study	0	3	0%	6	8	75%	10	12	83%	4	5	80%	20	28	71%
		SUM/AVG	158	351	45%	191	333	57%	295	394	75%	240	329	73%	884	1407	63%